

Massachusetts Members in Medicare Supplement Plans by County as of December 31, 2006¹

| Commercial Carrier | Barnstable | Berkshire | Bristol | Dukes | Essex | Franklin | Hampden | Hampshire | Middlesex | Nantucket | Norfolk | Plymouth | Suffolk | Worcester | Massachusetts |
|----------------------------------------------------------|------------|-----------|---------|-------|---------|----------|---------|-----------|-----------|-----------|---------|----------|---------|-----------|---------------|
| Blue Cross and Blue Shield of Massachusetts, Inc. | 13,353 | 5,537 | 17,791 | 700 | 23,078 | 1,637 | 10,018 | 4,138 | 34,851 | 431 | 19,364 | 13,953 | 9,978 | 10,091 | 164,920 |
| United HealthCare Insurance Company ² | 3,057 | 2,392 | 1,771 | 195 | 2,759 | 380 | 1,993 | 847 | 3,845 | 121 | 1,924 | 1,614 | 853 | 1,247 | 22,998 |
| Bankers Life and Casualty Company | 901 | 274 | 518 | 55 | 538 | 33 | 494 | 146 | 1,095 | 38 | 672 | 442 | 172 | 331 | 5,709 |
| Oxford Life Insurance Company | 59 | 36 | 105 | 7 | 49 | 14 | 57 | 63 | 134 | 4 | 53 | 111 | 24 | 49 | 765 |
| HPHC Insurance Company, Inc. ³ | 47 | 2 | 14 | 1 | 89 | 0 | 2 | 1 | 289 | 0 | 100 | 58 | 118 | 112 | 833 |
| Hartford Life Insurance Company | 171 | 67 | 50 | 25 | 14 | 8 | 120 | 46 | 30 | 8 | 25 | 23 | 3 | 14 | 604 |
| Mutual of Omaha Insurance Company | 91 | 54 | 31 | 4 | 35 | 7 | 112 | 39 | 49 | 3 | 38 | 33 | 19 | 44 | 559 |
| Bankers Multiple Line Insurance Company | 102 | 81 | 21 | 5 | 30 | 2 | 87 | 47 | 60 | 1 | 36 | 4 | 22 | 10 | 508 |
| CareFirst GHMSI, Inc. ⁴ | 48 | 0 | 24 | 10 | 40 | 4 | 12 | 4 | 48 | 4 | 23 | 13 | 19 | 50 | 299 |
| Monumental Life Insurance Company | 21 | 7 | 15 | 2 | 9 | 2 | 8 | 5 | 26 | 0 | 13 | 5 | 5 | 7 | 125 |
| Life Investors Insurance Company of America ⁵ | 14 | 4 | 4 | 1 | 21 | 0 | 8 | 5 | 17 | 2 | 18 | 7 | 6 | 4 | 111 |
| Allianz Life Insurance Company of North America | 15 | 8 | 4 | 4 | 5 | 1 | 5 | 12 | 16 | 3 | 7 | 9 | 4 | 0 | 93 |
| Union Labor Life Insurance Company | 4 | 1 | 3 | 1 | 10 | 0 | 9 | 1 | 13 | 0 | 13 | 15 | 7 | 8 | 85 |
| Principal Life Insurance Company | 10 | 0 | 3 | 0 | 10 | 1 | 6 | 2 | 8 | 0 | 4 | 5 | 3 | 10 | 62 |
| Combined Insurance Company of America | 1 | 5 | 5 | 0 | 4 | 2 | 5 | 0 | 9 | 0 | 2 | 4 | 1 | 12 | 50 |
| Peoples Benefit Life Insurance Company ⁶ | 1 | 3 | 7 | 0 | 5 | 0 | 3 | 2 | 9 | 0 | 5 | 6 | 3 | 4 | 48 |
| Washington National Insurance Company ⁷ | 1 | 2 | 4 | 0 | 5 | 0 | 7 | 0 | 16 | 0 | 7 | 2 | 0 | 3 | 47 |
| Standard Life and Accident Insurance Company | 7 | 2 | 1 | 0 | 7 | 0 | 1 | 0 | 11 | 0 | 3 | 4 | 4 | 4 | 44 |
| New York Life Insurance Company | 3 | 1 | 1 | 1 | 5 | 0 | 5 | 0 | 2 | 0 | 2 | 2 | 1 | 5 | 28 |
| Physicians Mutual Insurance Company | 0 | 4 | 0 | 2 | 1 | 0 | 3 | 2 | 8 | 0 | 3 | 1 | 2 | 1 | 27 |
| Transamerica Financial Life Insurance Company | 2 | 11 | 0 | 1 | 0 | 0 | 0 | 5 | 7 | 0 | 8 | 0 | 2 | 3 | 39 |
| Order of United Commercial Travelers of America | 3 | 0 | 0 | 0 | 1 | 0 | 5 | 2 | 3 | 1 | 3 | 2 | 0 | 3 | 23 |
| AIG Premier Insurance Company ⁸ | 0 | 0 | 1 | 0 | 1 | 2 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 0 | 8 |
| United Teacher Associates Insurance Company | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 3 | 0 | 1 | 0 | 0 | 0 | 6 |
| Golden Rule Insurance Company | 3 | 2 | 0 | 0 | 1 | 0 | 1 | 1 | 3 | 0 | 1 | 1 | 0 | 0 | 13 |
| GENWORTH Life and Annuity Insurance Company | 1 | 0 | 0 | 0 | 2 | 0 | 1 | 1 | 3 | 0 | 1 | 0 | 0 | 0 | 9 |
| State Farm Mutual Automobile Insurance Company | 0 | 1 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 5 |
| Union Fidelity Life Insurance Company | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 4 |
| Kanawha Insurance Company | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 4 |
| National Foundation Life Insurance Company | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 3 |
| BCS Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 3 |
| National Benefit Life Insurance Company | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 3 |
| Central States Health & Life Company of Omaha | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Mennonite Mutual Aid Association | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Catholic Association of Foresters | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 |
| Life and Health Insurance Company of America | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Protective Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| Veterans Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Federal Home Life Insurance Company | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| American National Life Ins. Co. of Texas | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| Total Medicare Supplement Policyholders | 17,911 | 8,492 | 20,359 | 1,012 | 26,714 | 2,094 | 12,959 | 5,367 | 40,536 | 615 | 22,326 | 16,309 | 11,240 | 12,005 | 198,042 |
| Number of Medicare Eligibles ⁹ | 59,460 | 27,801 | 92,960 | 2,693 | 116,218 | 12,306 | 79,701 | 21,997 | 213,615 | 1,223 | 100,699 | 71,801 | 89,749 | 116,989 | 1,007,212 |
| % of Medicare Eligibles | 30% | 31% | 22% | 38% | 23% | 17% | 16% | 24% | 19% | 50% | 22% | 23% | 13% | 10% | 20% |

¹ Includes all persons with Medicare Supplemental coverage, including enrollees in both group and individual Medicare Supplemental plans, as well as those enrolled in both "closed" and "open" plans.

² The American Association of Retired Persons (AARP) switched its group Medicare Supplement Plans to United HealthCare Insurance Company from The Prudential Insurance Company of America beginning on January 1, 1998.

³ Effective June 30, 2003, the Preferred 65 product offered by Harvard Pilgrim Health Care of New England, Inc. was replaced with the Medicare Enhance product offered by HPHC Insurance Company, Inc.

⁴ Formerly known as CareFirst of Maryland; includes membership from Blue Cross Blue Shield of DC and MD.

⁵ Assumed block of business from Provident Life and Accident Insurance Company.

⁶ Peoples Benefit Life Insurance Company ("Peoples") notified the Division that in calendar year 2004, Peoples assumed a portion of Union Labor Life Insurance Company's policy forms [Form#'s 610400, 615400, and 615500].

⁷ Formerly known as Pioneer Life Insurance Company.

⁸ Formerly known as GE Casualty Insurance Company.

⁹ Source: Centers for Medicare and Medicaid Services as of December 31, 2005 - HealthPlanRepFileData/02_SC.asp - SC-1205.CSV.